

Message Text

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DRAFTED BY:NEA/ARN:ARLAY:JFC

APPROVED BY:NEA-MR. ATHERTON

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FM SECSTATE WASHDC

TO USDEL SECRETARY IMMEDIATE

C O N F I D E N T I A L STATE 179451 TOSEC 080163

EXDIS

FOR SAUNDERS FROM ATHERTON

FOLLOWING REPEAT DAMASCUS 2785 ACTION SECSTATE PRIORITY INFO

BEIRUT PARIS 22 JUL 75

QUOTE

C O N F I D E N T I A L DAMASCUS 2785

EXDIS

DEPT PASS DIA AND CINCEUR

S/S-O PLEASE ALERT NEA, NEA/ARN, PM/MC

BEIRUT AND PARIS FOR RCAAS, USDAOS

E.O. 11652: GDS

TAGS: ESTC, BEXP, BTIO, SY

SUBJ: SYRIAN DESIRE TO BUY 15 BOEING CHINOOK HELICOPTERS

REF: DAMASCUS 2577 (IR 6 891 0092 75) (NOTAL)

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1. SUMMARY. BOEING REP REPORTS SYRIAN AIR FORCE ANXIOUS TO

BUY 15 CHINOOK HELICOPTERS, \$70 MILLION PACKAGE, DELIVERY BEGINNING AROUND SEPT 1977 TO MID 1978. AMBASSADOR URGED BOEING TO REQUEST ADVISORY OPINION FROM DEPT/MC ASAP BEFORE SYRIAN EXPECTATIONS RAISED EVEN FURTHER, THUS CREATING POTENTIAL NEGATIVE FACTOR IN OUR BILATERAL RELATIONS. BOEING TO APPROACH DEPT/MC NEXT WEEK. WE BELIEVE RAPID RESPONSE ON ADVISORY OPINION WOULD MINIMIZE POTENTIAL EMBARRASSMENT IN OUR BILATERAL RELATIONS WITH SYRIA AT THIS DELICATE STAGE IN MIDDLE EAST. END SUMMARY.

2. JAMES A. FELITON, INTERNATIONAL DIRECTOR, HELICOPTERS, BOEING INTERNATIONAL (ROME), BRIEFED AMBASSADOR, DAO AND ECONOFF JULY 21 ON STATUS OF HIS DISCUSSIONS WITH SYRIAN AIR FORCE (SAF) OFFICERS RE SYRIAN DESIRE TO PURCHASE 15 BOEING CHINOOK CH 47 HELICOPTERS, TOTAL VALUE OF SALE/SPARES/TRAINING, ETC., PUT AT \$70 MILLION BY FELITON.

3. SINCE FELITON'S MORE PESSIMISTIC REPORT TO EMBASSY JUNE 30, BASED ON HIS THREE PREVIOUS TRIPS TO SYRIA (REFTEL) AND HIS MEETINGS WITH SAF OFFICERS AT PARIS AIR SHOW, FELITON SAID HE WAS STRUCK DURING HIS CURRENT DISCUSSIONS WITH EAGERNESS EXHIBITED BY SAF TO PURCHASE CHINOOKS. HE SAID MONEY IS ALREADY ON HAND FROM SAUDI ARABIA AND SARG'S NEW MILITARY BUDGET. ONLY REMAINING STEP IN THAT DIRECTION IS TO OBTAIN FINAL SAUDI CLEARANCE RE ACTUAL PURCHASE. SUCH CLEARANCE, FELITON IS TOLD, WILL BE OBTAINED IN ABOUT TWO WEEKS.

4. FELITON SAID CHINOOK'S RUGGED PERFORMANCE CHARACTERISTICS PUT IT WELL AHEAD OF SOVIET MI-8, OF WHICH HE BELIEVED SAF HAD 35 TO 40 IN INVENTORY. CHINOOK COULD DO MUCH MORE WORK, PARTICULARLY UNDER SYRIAN CONDITIONS OF HIGH TEMPERATURES AND ALTITUDE, AND WITH LESS MAN-POWER. WITH FINANCING AVAILABLE, SAF COMMANDERS WANTED TO MOVE QUICKLY TO CONTRACT SIGNATURE. DELIVERIES WOULD BEGIN ONE EACH DURING LAST FOUR MONTHS 1977, FOLLOWED BY TWO EACH MONTH IN 1978 UP TO TOTAL OF 15. ONE CHINOOK WOULD BE FITTED AS VIP MODEL.

5. FELITON SAID THE CHINOOKS WOULD BE USED BY SAF PRIMARILY FOR "COUNTRY DEVELOPMENT", SINCE SYRIAN CIVIL AVIATION HAD NO HELICOPTER CAPABILITY. HE NOTED THEY, OF
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COURSE, WOULD BE USED BY SAF FOR MILITARY PERSONNEL AND EQUIPMENT MOVEMENT. MISSIONS SHOULD NEED ARISE.

6. AMBASSADOR ASKED ABOUT AND LEARNED BOEING HAD NOT BEEN IN TOUCH WITH DEPT/MC RE THIS POSSIBLE SALE. AMBASSADOR URGED BOEING TO REQUEST MC ADVISORY OPINION ASAP. HE SAID IT WOULD BE WELL FOR BOEING TO HAVE SUCH ADVISORY OPINION BEFORE GETTING

DEEPER INTO THIS DEAL AND CREATING FALSE EXPECTATIONS WITHIN SARG, AND IN SAUDI ARABIA AS WELL, GIVEN APPARENT SAUDI DESIRE TO ENCOURAGE SYRIA TO DEPEND LESS ON SOVIETS FOR SUCH EQUIPMENT. (SEE ALSO SANA 1971.) FELITON SAID BOEING WOULD BE SEEING DEPT NEXT WEEK AND HE EMPHASIZED NEED FOR QUICK RESPONSE GIVEN HEAD OF STEAM BUILT UP ON SYRIAN SIDE AND POSSIBILITY DIRECT SYRIAN APPROACH TO AMBASSADOR, THUS ELEVATING MATTER TO GOVERNMENT-TO-GOVERNMENT LEVEL. (FELITON SAID HIGH RANKING SAF OFFICER CONSIDERING RECOMMENDING TO PRESIDENT ASAD THAT SYRIA USE ALL ITS "INFLUENCE" WITH USG TO OBTAIN APPROVAL.) FELITON CONCLUDED THAT IF USG ADVISORY OPINION NEGATIVE, SYRIANS WOULD GO TO FRENCH (SUPER FRELON HELICOPTER) OR BACK TO SOVIETS. (QUESTION: WOULD APPRECIATE COMMENT ON PARA 2A REFTEL RE USG EXPORT CONTROLS ON SUPER FRELON GIVEN SIKORSKY ASSISTANCE IN MANUFACTURE THIS AIRCRAFT.)

7. CONCLUSION: SEEMS CLEAR THAT BOEING AND SYRIANS HAVE INDEED ENTERED PRELIMINARY NEGOTIATIONS ON THIS DEAL, HOPING THAT RAPIDLY DEVELOPING USG/SARG BILATERAL RELATIONS WILL MEAN EVENTUAL USG APPROVAL OF SALE. TO PREVENT UNREALISTIC AND POTENTIALLY HARMFUL EXPECTATIONS, RECOMMEND THAT MC PROVIDE BOEING WITH PROMPT ADVISORY OPINION AS SOON AS IT IS REQUESTED.
MURPHY UNQUOTE INGERSOLL

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